

Message Text

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PAGE 01 STATE 027945
ORIGIN COME-00

INFO OCT-01 AF-10 ISO-00 EB-08 /019 R

DRAFTED BY COM/OED/MEPD/GBURKE/LW
APPROVED BY AF/EP:LMWH-TE:AFH
COM/OED/MEPD/LENGLESON
COM/OED/MEPD/SMCONGER, DIRECTOR
COM/OIM/MMILES (INFO)

-----009212 030355Z /61

R 021630Z FEB 78
FM SECSTATE WASHDC
TO AMEMBASSY DAR ES SALAAM

UNCLAS STATE 027945

E.O. 11652: N/A

TAGS: BENC, TZ

SUBJECT: MAJOR PROJECT: PULP AND PAPER MILL

REF: (A) STOCKHOLM A-150, SEPTEMBER 30, 1977;
(B) DAR ES SALAAM A-133, SEPTEMBER 9, 1975

1. SIMONS EASTERN COMPANY (SE), ATLANTA, GEORGIA CONTACTED COMMERCE/MEPD TO REQUEST EMBASSY SUPPORT FOR FIRM'S PROPOSAL FOR ENGINEERING CONSULTANCY FOR NATIONAL DEVELOPMENT CORPORATION'S PULP AND PAPER MILL NEAR MUFINDI. BELIEVE SIMONS EASTERN IS ONLY U.S. FIRM IN COMPETITION. ALTHOUGH SWEDES AND OTHER DONORS HAVE PARTICIPATED IN PROJECT, ENGINEERING CONTRACT DOES NOT INVOLVE TIED FUNDS.

2. SE PROVIDED MEPD WITH COPY OF REQUEST FOR PROPOSAL (RFP) PUT OUT BY NDC ON DECEMBER 23. ACCORDING TO RFP, NDC HAS ALREADY ENGAGED AKTIEBOLAGET STATENS SKOGSINDUSTRIER (ASSI), A STATE OWNED SWEDISH ENTERPRISE, UNCLASSIFIED

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AS ADVISORS TO NDC. SANDWELL (CANADA) WAS CHOSEN AS FOREST PRODUCT INDUSTRY CONSULTANTS AND PROJECT MANAGER. ACCORDING TO SE, FOUR FIRMS WERE INVITED TO PROPOSE FOR ENGINEERING, SE, STATLER-HURTER (CANADA), A SWEDISH/FINNISH CONSORTIUM WHICH INCLUDES JAAKO PORY, AND A SWEDISH FIRM.

AS EMBASSY REPORTED REF B, FEASIBILITY STUDY WAS DONE BY

JAAKO PORY.

3. MEPD ALSO DISCUSSED PROJECT WITH J. E. SIRRINE, GREENVILLE, SOUTH CAROLINA. SIRRINE, WHICH HAD BEEN SEEKING PROJECT CONTRACT BUT DID NOT MAKE SHORTLIST, CONFIRMS SE INFORMATION.

4. DEADLINE FOR BID SUBMISSION IS FEBRUARY 10. SE IS SENDING PROPOSAL THROUGH COURRIER SERVICE AND ASKING NDC TO PICK IT UP AT AIRPORT. MEPD POUCHING BACKUP COPY OF PROPOSAL TO EMBASSY. WILL ALSO INCLUDE IN POUCH, FOR EMBASSY, BACKGROUND COPY OF RFP AND SE COMPANY BROCHURE. WOULD APPRECIATE EMBASSY VERIFY RECEIPT OF SE PROPOSAL WITH A.B.S. KILEWO, CHAIRMAN AND MANAGING DIRECTOR, NDC AND, IF NECESSARY, DELIVER BACKUP COPY WHEN IT ARRIVES. WOULD ALSO APPRECIATE APPROPRIATE REPRESENTATIONS ON BEHALF OF SE. IF EMBASSY DEVELOPS ANY INFORMATION ON THINKING WITHIN NDC OR ACTIVITIES OF COMPETITORS, PLEASE REPORT. VANCE

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Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 02 feb 1978
Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STATE027945
Document Source: CORE
Document Unique ID: 00
Drafter: OED/MEPD/GBURKE/LW
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780051-0113
Format: TEL
From: STATE
Handling Restrictions:
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Line Count: 81
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Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: bbc2cdcc-c288-dd11-92da-001cc4696bcc
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: ONLY
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: ONLY
Reference: 78 STOCKHOLM A-150, 78 DAR ES SALAAM A-133
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 25 feb 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3427844
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: PULP AND PAPER MILL
TAGS: BENC, TZ
To: DAR ES SALAAM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/bbc2cdcc-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014